



**SECURUM  
CAPSA**INC

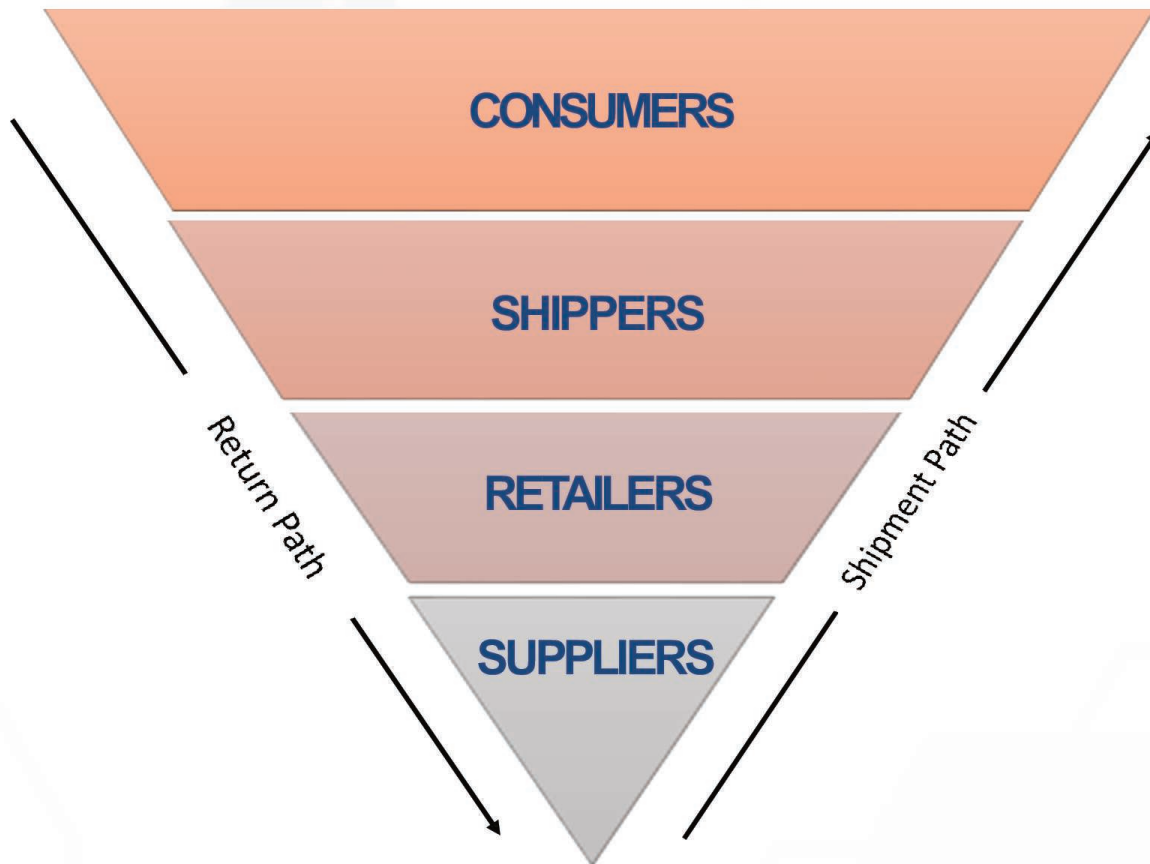
**Revolutionizing the way  
deliveries are secured.**

# The Problem



- Amazon spent over \$10 billion dollars dealing with lost and stolen packages in 2020
- 36% of people in the U.S. have had at least one package stolen
- 1.9 million packages are stolen EVERY DAY in the U.S.
- 61% of people feel online retailers should be doing more to protect against package theft

# Theft Is Hurting All Parties



- feeling anxiety, need to invest in alarm systems, cameras, and neighborhood watch to mitigate theft
- business model depends on safe and secure delivery of goods
- the trusted entities where you shop may lose customers if theft continues
- product creators who ultimately pay the price for theft and shrink

# Market Opportunity

- Online's share of total retail sales has steadily been on the rise—with eCommerce penetration hitting 21.3% in 2020. That's up from 15.8% in 2019 and 14.3% in 2018. The more than five-percentage point gain in ecommerce penetration is by far the biggest year-over-year jump for U.S. retail sales ever recorded. No other year has even reached a two percentage-point gain in digital penetration.
- Consumers spent \$861.12 billion online with U.S. merchants in 2020, up an incredible 44.0% year over year. That's the highest annual U.S. ecommerce growth in at least two decades. It's also nearly triple the 15.1% jump in 2019.
- Amazon accounted for nearly a third of all eCommerce in the United States.
- COVID-19-related boosts in online shopping resulted in an additional \$174.87 billion in eCommerce revenue in 2020. If it weren't for the bump in online sales from the pandemic, the \$861.12 billion in eCommerce sales wouldn't have been reached until 2022. From here, that number will continue to increase.



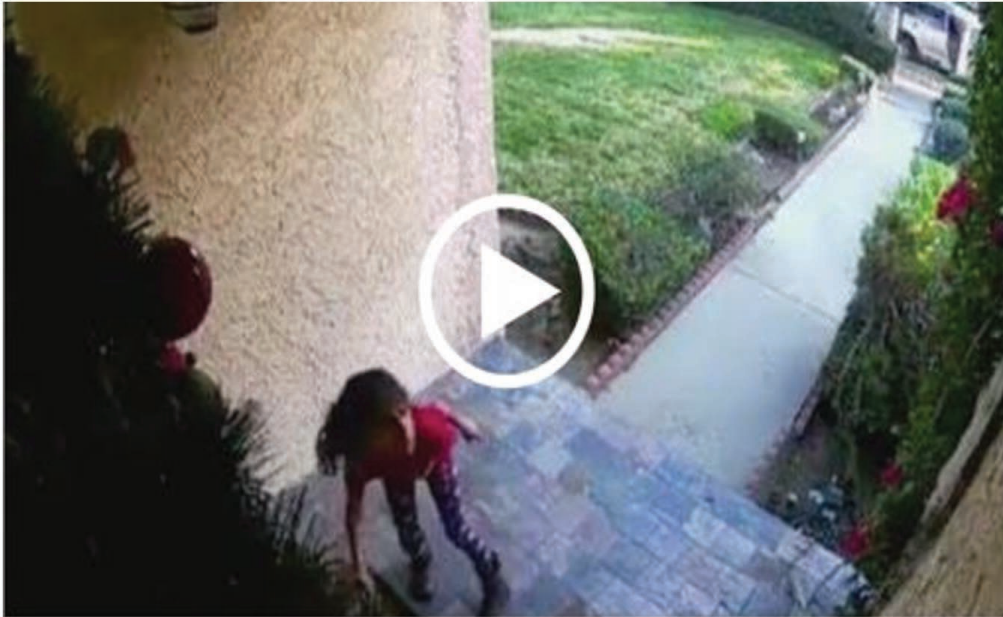
# The Solution



**Securum Capsa Inc** is on a mission to revolutionize the way deliveries are secured by imagining, developing, and deploying innovative software and hardware solutions.

Our goal is to eliminate porch package theft, deliver peace of mind to consumers, and save delivery companies billions of dollars along the way.

# Our Story



In December 2017, inventor and entrepreneur Carlos Raphael was watching a news story on package theft. In the segment, a mom driving around the neighborhood was captured on Ring video making her six-year-old daughter steal packages and bring them back to the car. That's when he knew something had to change ...

The next day he sketched out his first product concept, and by February 2018 he had formalized, **Securum Capsa Inc.**

# Product Portfolio



ZenSafe software is the technology hub that powers all our devices.



ZendoorA is our patented Smart Box Locker (SBL) that can secure a wide variety of incoming and outgoing deliveries.



Similar to the ZendoorA, but smaller in its design to secure medical deliveries, like prescription medications.



ReZen is a re-usable, recyclable shipping box.

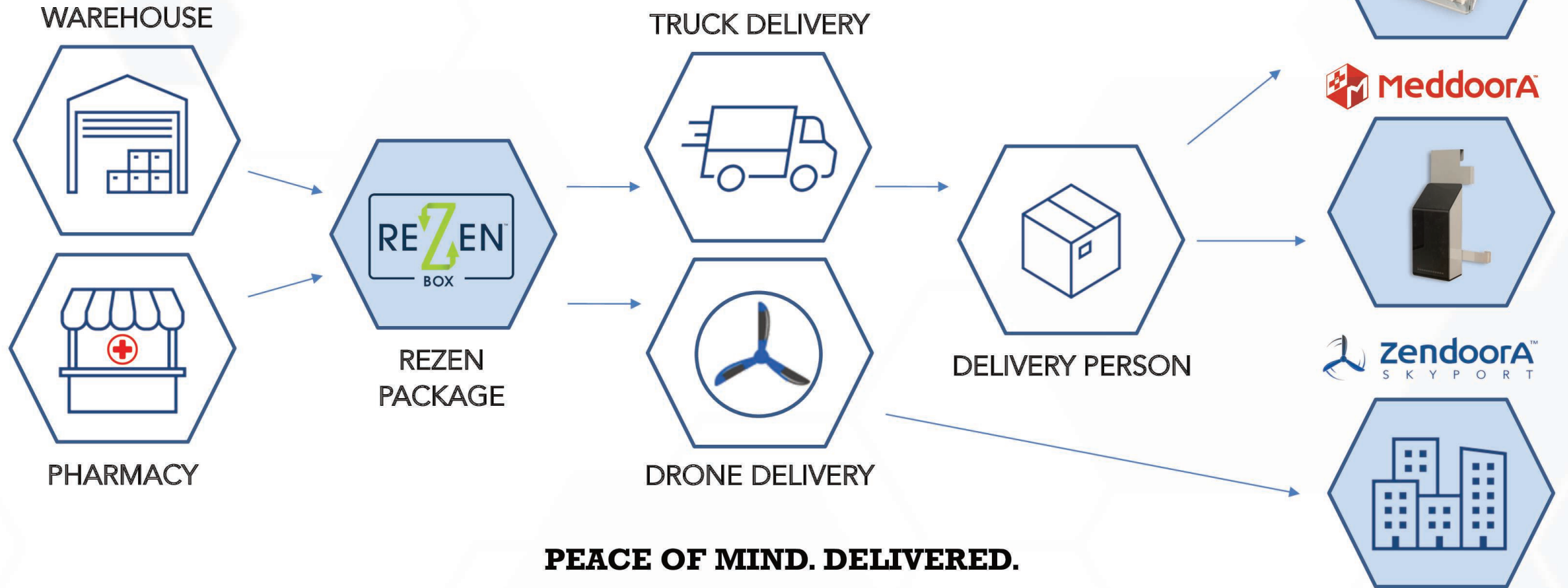


ZendoorA SkyPort is Securum's drone platform.



# The SCI Eco-System

How SCI secures your packages from "A to Z"





# Revenue Streams



## Software & Data

- ✓ App subscription from major retailers / App subscription from delivery & distribution companies
- ✓ Data & marketing monetization
- ✓ Licensing opportunities



## Products in Development

- ✓ ZendoorA Device sales/leases
- ✓ MeddoorA Device sales/leases
- ✓ Device Accessory Sales



## The Future

- ✓ B2B/B2C REZEN Box Sales
- ✓ B2B/B2C Drone SkyPort Sales

...

MORE TO COME



Our ZenSafe® Technology system is the software and the electronic components integrated into all our products and will provide Securum Capsa with a SaaS revenue stream.



**Consumer Smartphone App:** Unlike other products on the market, the ZenSafe smartphone app allows users to manage and monitor the entire delivery process autogenerating one-time use codes for maximum security. Additionally, it allows unique codes to be sent to friends, family, and neighbors for short- or longer-term access.

**Shipper Smartphone App:** The ZenSafe Shipper App allows delivery personnel to quickly find their delivery location and unlock the associated SBL via keypad, QR Code, or NFS technology.

**API Integration:** Allows shipping companies to easily integrate into their WMS systems.

**Device Technology Features:**

- Power Source
- Internal/External Cameras
- Temperature Monitor
- Internal UVC Light



# zendoorA™

**PEACE OF MIND. DELIVERED.**

ZendoorA is a patented and revolutionary Smart Box Locker (SBL) that utilizes innovative software and hardware to track, monitor and most importantly secure deliveries at your door. Currently in late-stage development, the ZendoorA is planned for release in 2022.

**DISCLAIMER:** Securum Capsa Inc cannot guarantee that The ZendoorA, or any of our products, will be released as planned.



# The Product



## The ONLY Fully Integrated Smart Box Locker that ...



- Can attach to your door without screws or bolts
- Folds flat to less than 6 inches
- Is collapsible, removable and can be easily stored
- Can also be mounted to a wall, gate or garage
- Secured Application with ZenSafe® technology

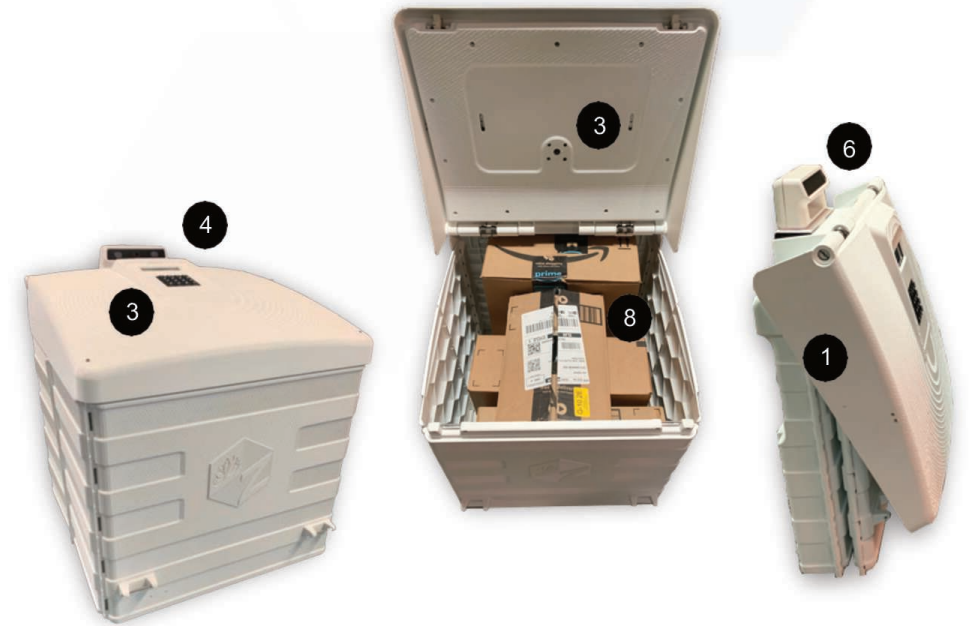


*Will be available in multiple sizes*

# Features









1. **Versatility** attaches and locks to a door, wall, gate or garage with minimal hardware
2. **Collapsible** to 6" or simply remove when not in use
3. **Secure Authentication** auto-generates use codes
4. **Internal Camera** image receipt confirmation
5. **External Camera** motion and security detection
6. **Video Storage** manage history & delivery cadence
7. **Lithium-ion Battery** removable/rechargeable
8. **UVC Light** sanitation safety
9. **Temperature Monitoring & Insulation Lining**



# Beating the Competition: A Complete Solution

There are other delivery boxes on the market, however NONE solve all the issues to ensure a secure delivery:

	 <b>ZendoorA™</b>	<u>Amazon Key</u> 	<u>Delivery Safe</u> 	<u>Landport</u> 	<u>Package Butler</u> 	<u>Dronedek</u> 
Price		\$249 - \$379	\$249 - \$379	\$599	Starting at \$249	N/A
Package security solution	✓	✓	✓	✓	✓	✓
Doesn't require bolting into your property	✓	✓	✗	✗	✗	✗
Doesn't require parcel carrier home entry	✓	✗	✓	✓	✓	✓
Smart technology with connection to an app	✓	✓	✗	✗	✓	✓
Works with existing parcel delivery carriers	✓	✓	✓	✗	✓	✗
Convenient at your home	✓	✓	✓	✓	✓	✓
Collapsible	✓	✗	✗	✗	✗	✗
Includes insulation for food delivery	✓	✗	✓	✗	✗	✗
Internal camera	✓	✗	✗	✗	✗	✓
External camera	✓	✗	✗	✗	✓	✓
Includes notifications of theft	✓	✗	✗	✗	✓	✗



# Door Bracket and Installation



- 1 Easy to install and secure door bracket.



Bracket fits doors from 36" to 38" wide

- 2 Folds flat to 6" on your door securely fastened by bracket



- 3 Easily deploys in seconds



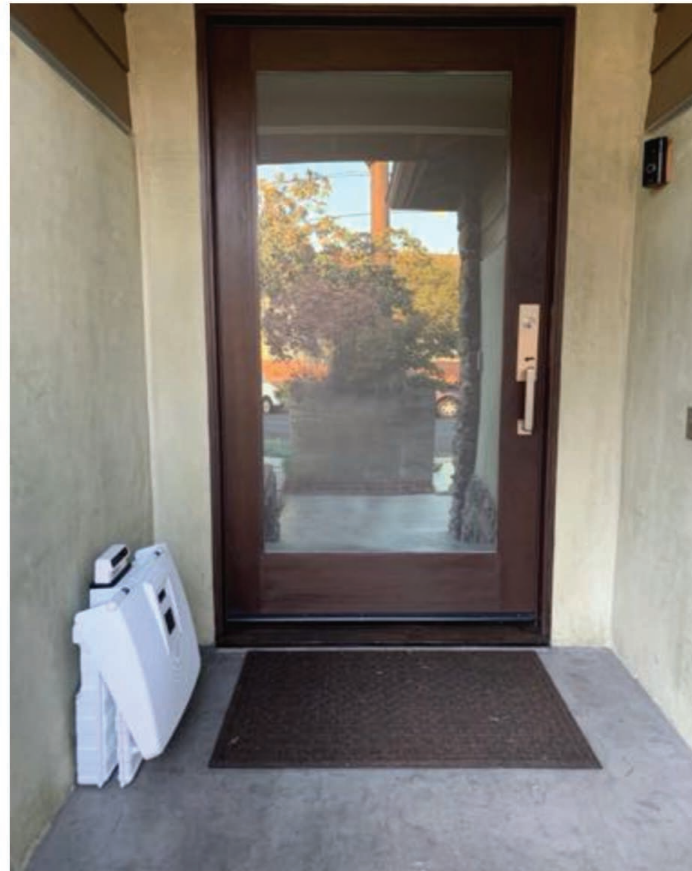
*\*Product is sample only, not final*



# Wall Mount and Installation



- 1 Easy to install & secure wall bracket.
- 2 Folds flat to 6" on your wall securely fastened by bracket
- 3 Easily deploys in seconds



# Deliveries



Can accommodate 85% of all package sizes that are delivered, and can fit multiple boxes.



Works great for groceries and other food deliveries. Thermal liner available and sold separately.



*\*Product is sample only, not final*



# Application and Use



# Patent Protected

68 Claims, 107 Drawing Sheets



**Overview:** Since a collapsible box was not patentable on its own, SCI patented a collapsible box (regardless of size expanded or collapsed) that attaches to a door, wall or gate that can be used as a security device and can send and receive packages securely.

*Patent # US 10,743,694 B2*

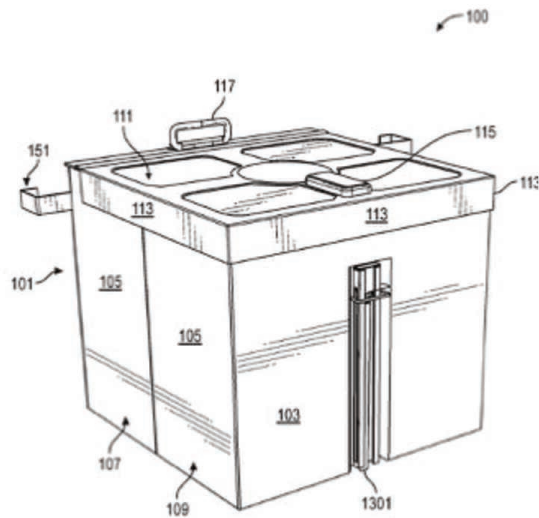


FIG. 1A

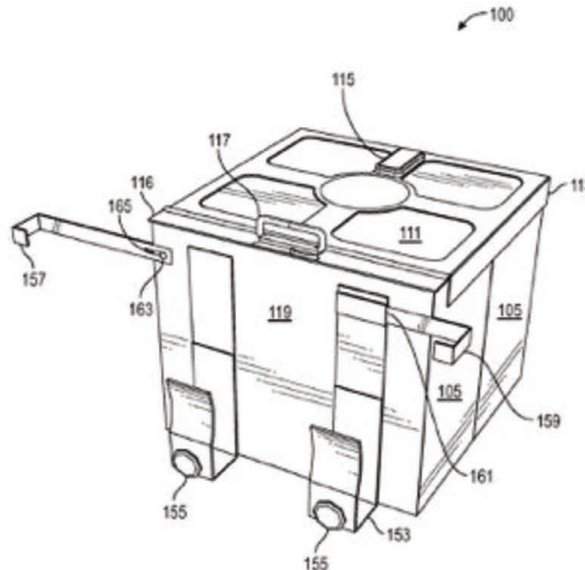


FIG. 1B

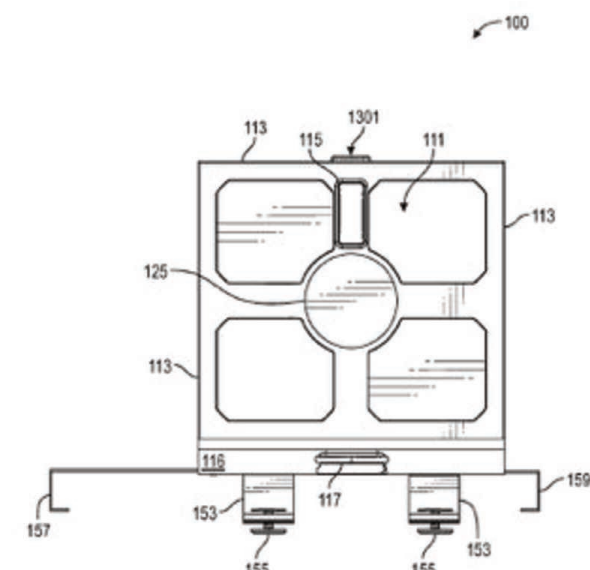


FIG. 1C



# A Captive B2B Audience



- Amazon is losing over \$10B+ per annum in theft & transportation
- SCL is already in discussions with the C-Suites of Amazon, Apple, eBay, HP, Walmart, Costco, Rakuten, and Nike.
- Amazon Prime Members represent 110 million homes and, in subsidizing the SCL Offering, Amazon believes they can convert 20% per year. We've taken a very conservative approach in our revenue model, assuming (2%) penetration (1/10th of Amazon's estimate), which still represents a healthy bite of the business.
- SCL is working with industry leader, Kedulski LLC to vet all our security software offerings.

# The Key Players





# Bringing ZendoorA to Market.

Year 1 estimates capturing only 1% of the \$313M annual Amazon R&D budget against costs of platform development, security expansion, and software integration.

By year 3 or 4, our goal is to capture 1% - 2% of Amazon's PRIME user base at \$100/box license fee to help Amazon maintain consumer confidence and reduce shrinkage.

Based on SCI's intellectual property portfolio, current traction, market feedback, industry research, and analyzing the market/competition, SCI feels a \$1B company valuation is achievable by year 5. Some pre-revenue, drone-only delivery solutions have valuations exceeding \$100M. SCI believes its \$29M valuation, with an addressable market many times larger than drone-only delivery solutions, is a highly investable proposition.

**DISCLAIMER:** The statements above may contain certain forward-looking statements relating to SCI that are based on the beliefs and assumptions made by and information currently available to the Company's management. These forward-looking statements are, by their nature, subject to significant risks and uncertainties.

SECURUM CAPSA, INC. Revenue Model - Years 2 - 5				
Description	PERIOD			
	11 - 24 Months	25 - 36 Months	37 - 48 Months	49 - 60 Months
<b>OUTPUTS</b>				
Gross Revenue	3,130,000	6,260,000	120,000,000	240,000,000
Cost of Goods Sold - Platform Development	2,501,800	3,723,654	43,906,841	87,910,187
Non-Controllable Costs	327,600	453,600	4,611,600	8,643,599
Controllable Costs	1,727,310	1,779,130	1,995,394	2,314,770
One Time Costs	-	-	-	-
Total Expense	4,556,710	5,956,384	50,593,835	98,868,556
Cash Overage/(Short) - EBITDA	(1,426,710)	303,616	69,406,165	141,131,444
Exit Multiple (times EBITDA)		4	6	8
Exit Valuation Based on Multiple		\$ 564,525,776	\$ 846,788,664	\$ 1,129,051,553
Total Number of Boxes Services Based on % of Prime Users			1,200,000	2,400,000
<b>INPUTS</b>				
Total Annual Spend by Amazon on Theft Prevention	313,000,000	313,000,000		
% of That Spend to be Allocated to Securum Capsa	1.00%	2.00%		
Total Number of Amazon Prime Users			120,000,000	120,000,000
% of Amazon Prime Users That Will Use SCI's ZendoorA			1.00%	2.00%
Cost Per Box Billed to Amazon			\$ 100.00	\$ 100.00
COGS - Increased Staffing (Hardware, Software, Design, Manufacturing, Product & Project Mgmt.) & Rent - Multiple of Prior Period	2	1.5		
COGS - Increased Staffing (Hardware, Software, Design, Manufacturing, Product & Project Mgmt.) & Rent - Based on existing costs at mo. 36 & increase based on revenue growth (servicing 100k boxes at mo. 36)			100,000	100,000
Increase for growth & inflation (OPA, Attorney, Marketing, Sales, Insurance, Server, Systems, Travel & Meals)	3.00%	3.00%	5.00%	5.00%
Increase for growth & inflation (Management)	3.00%	3.00%	15.00%	20.00%



# MeddoorA<sup>TM</sup>

**PEACE OF MIND. DELIVERED.**

The MeddoorA Smart Box Locker is specifically designed to protect and secure critical deliveries like prescription medications, supplements, medicinal marijuana, and more. Currently in development, the MeddoorA is planned for release in 2022. *Patents have been filed with the U.S. Patent Office.*

**DISCLAIMER:** Securum Capsa Inc cannot guarantee that The MeddoorA, or any of our products, will be released as planned.



# The Product



## Our Fully Integrated Medical Smart Box Locker



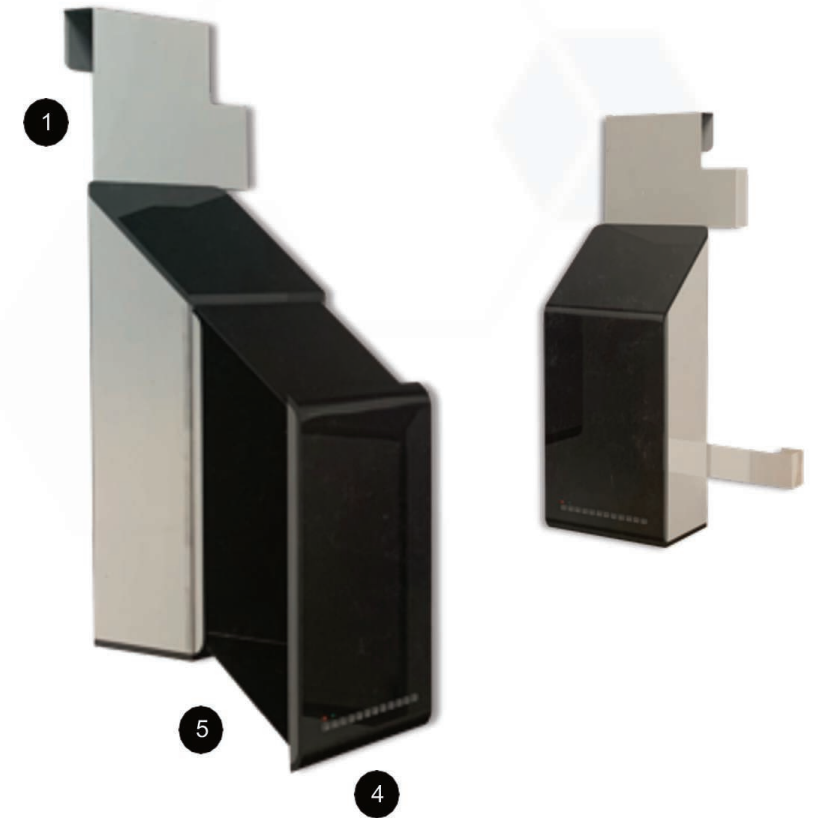
*Concept Illustration*  
*Will be available in multiple sizes*

- Can be used for a house/apartment, doctor's offices, blood bank, and other medical facilities. Other opportunities include realtor & mortgage companies to secure keys and mortgage documents.
- Secured Application with ZenSafe technology
- HIPPA Certification with FDA/CDC in process



# Features

1. **Versatility** attaches and locks to a door, wall, or gate with minimal hardware
2. **Internal Power Source** w/rechargeable lithium-ion battery
3. **Secure, 2-Factor Authentication**
4. **Keypad & Thumbprint User Access**
5. **Down-Slide Design** maximizing theft protection
6. **External Camera** for motion and security detection
7. **Video Storage** to manage history/delivery cadence
8. **Internal Camera** for package receipt confirmations
9. **Insulation Lining** to keep items hot or cold
10. **Accelerometer** to monitor security
11. **Temperature and Humidity Sensor**
12. **Weather Resistant** to hold up against the elements



*Concept Illustrations*

# Prototype



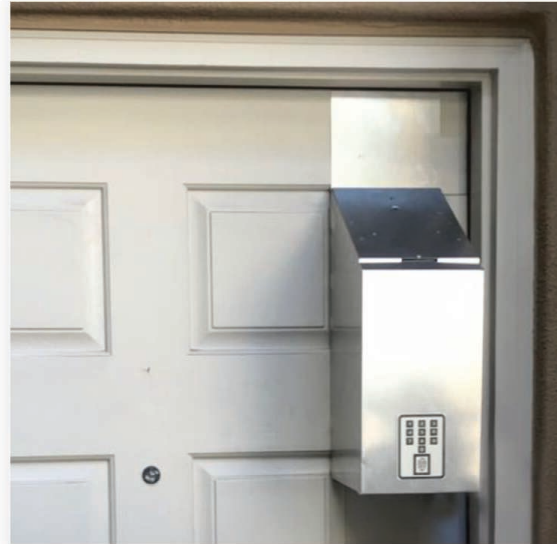
1

Securely fastened to the top hinge side of any door



2

Secure, 2-Factor Authentication with keypad & thumbprint user access



3

Down slide for easy access



*\*Product is sample only, not final*



# A Complete Solution



Package security solution	✓
Doesn't require bolting into your property	✓
Doesn't require parcel carrier home entry	✓
Smart technology with connection to an app	✓
Works with existing parcel delivery carriers	✓
Convenient, at your home	✓
Insulation lining	✓
Internal Camera	✓
External Camera	✓
Includes notifications of theft	✓



*Concept Illustrations*



# Application and Use



# The ePharmacy Market



- The pandemic has provided a strong impetus to the growth<sup>1</sup> of eHealth and ePharmacies. Market size was valued at \$59 billion in 2019 and estimated to grow to \$150 billion by 2026
- Key players such as Health Insurers, Large Retailers, Internet Giants, and Ride Companies prepare to join the lucrative Online Pharmacy market:
  - United Health Group<sup>2</sup> (U.S.'s largest health insurer), acquired DivvyDose, a start-up helping patients with chronic illness get their medicines delivered in pre-sorted packages.
  - Amazon<sup>2</sup> acquired PillPack in 2018 and is making plans to drive growth
  - Walmart purchased CareZone, a medication management technology
  - Uber has partnered with NimbleRX to provide online prescription delivery.
  - Medical delivery service companies such as Alto Pharmacy, Capsule and Truepill have received millions in funding
- Other Market Opportunities: Hospitals and senior living facilities need safe ways to administer medication to their patients
  - Ed Trudo, Chief Medical Officer at The Veterans Administration (VA) stated that crisp & secure delivery of medications is an absolute high priority! Since he manages 1,350 Hospitals & 700 Medical Offices, SCI has taken his message to heart.

# The Key Players





# Potential Opportunities



- SCl is already in discussions with the C-Suites of Amazon Pharmacy, CVS, Walgreens, Kaiser Hospital (50 hospitals), Trinity (100 hospitals) & the Veterans Adm (1350 hospitals)
- Amazon Prime Members represent 110 million homes and, in subsidizing the SCl Offering, Amazon believes they can convert 20% per year. We've taken a very conservative approach in our revenue model, assuming only a 2% penetration, which still represents a healthy bite of the business
- SCl is working with industry leader, Kedulski LLC to vet all our security software offerings



The ReZen is a smart, re-usable, recyclable shipping box that comes in multiple sizes. We will release more information when our patents have been filed.

*The future of package security... in transit!*



# zendoorA<sup>TM</sup>

S K Y P O R T

The ZendoorA SkyPort is SCI's drone platform that will be introduced once FAA laws and regulations make the drone delivery space a profitable and sustainable vertical to pursue. This solution will be first introduced in the business sector as we believe the residential sector has many obstacles to overcome before drone home delivery is a viable solution.

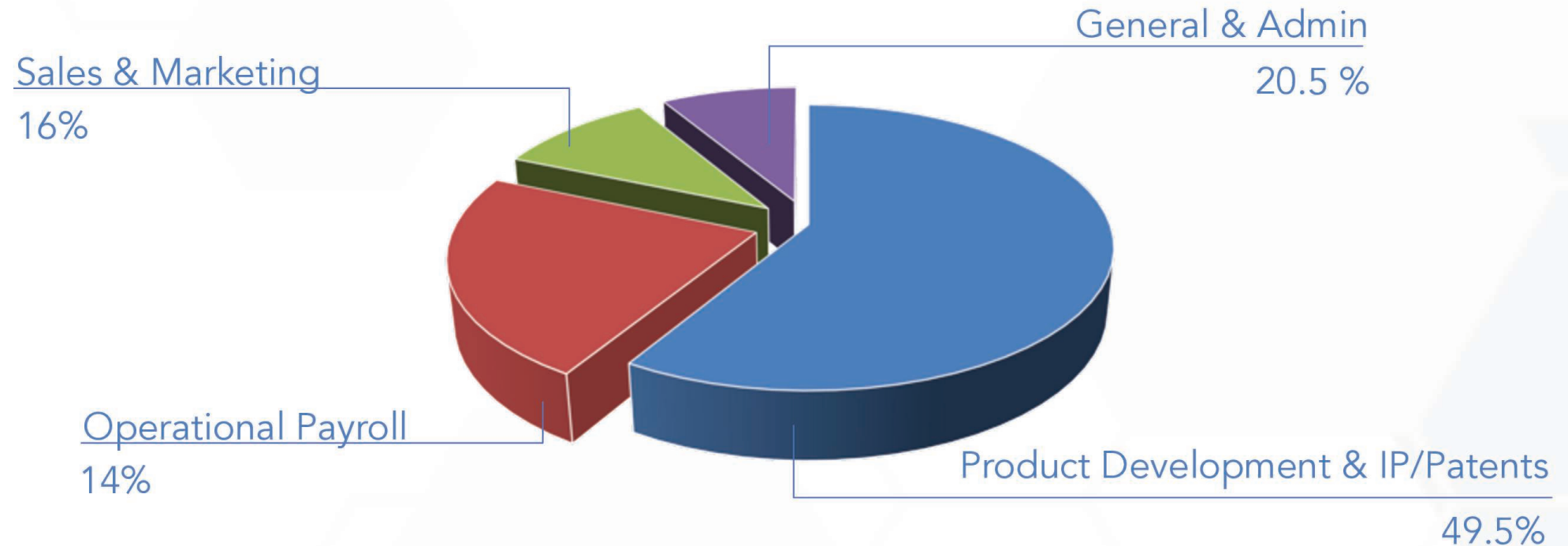


# Company Milestones

12.2.17	The inspiration for the ZendoorA was born.
12.7.17	The first prototype is constructed called the P.R.L., package-receiving locker.
5.1.18	Securum Capsa was incorporated.
5.6.18	The ZendoorA S.B.L. patent is filed.
6.1.18	Friends & family investment round opened – \$1 Million Cap.
9.25.19	The MeddoorA P.R.L. patent is filed.
12.1.19	Finalized the pre-production ZendoorA S.B.L. prototype for testing.
8.20.20	Securum Capsa was granted the full patent for the ZendoorA Smart Box Locker.
Present	Completed friends & family investment round – Successfully raised \$1 Million.

# Use of Funds

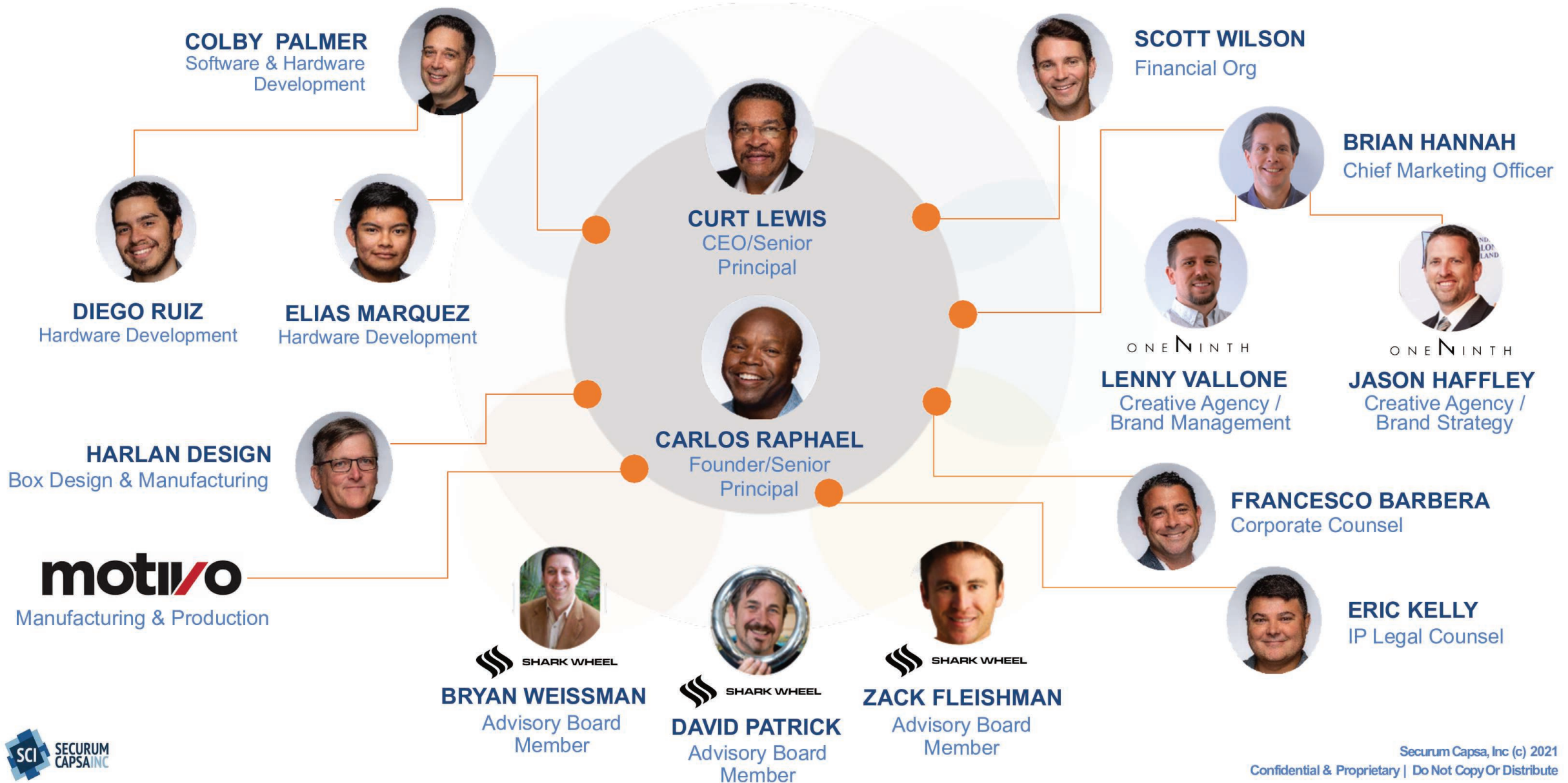
Our 1st priority is to refine and launch our first go-to-market product, the ZendoorA™. Prototypes will be sent to top ecommerce players for their consumer market testing, along with a local beta test we plan to conduct in the Los Angeles area.



# Securum Capsa Organization Chart

## Product

## Business





# Frequently Asked Questions

- How was the value of Securum Capsa (SCI) determined?

The valuation is based on the company's patents, product portfolio, market size and potential avenues for exit.

- What will the funds be used for?

Our first priority is to implement Proof of Concepts (POC's) with our "Retail" Go-to-Market product, the ZendoorA™. Prototypes will be installed with elite eCommerce players to conduct their own market and software compatibility testing, along with a local beta test which will be conducted in the Los Angeles area. Retailers, like Amazon, Best Buy and Walmart, anticipate receiving devices to test the efficacy & reliability of the IP Platform.

- When is the current raise set to end?

When SCI reaches its goal of \$1.07 million dollars.

- What is the exit strategy for SCI and how can investors liquidate their investment?

Our ideal exit is to be acquired by a large eCommerce retailer. Investors can liquidate their investment in the following ways:

1. Selling to an accredited investor with SCI's written approval.
2. Waiting the required minimum of 12 months and selling on WeFunder's secondary market if it is allowing transactions.
3. Holding shares until dividends are paid. Dividends are paid in accordance with the Board of Directors' approval based on available funds and other factors. There is no guarantee dividends will be paid.

# Frequently Asked Questions

- Are there any investor discounts or incentives? What if I am an accredited investor?

Yes, the first \$250,000 receive discounts and there are 'perks' that our investors of all levels are offered which are detailed in the Perks section. If you are an accredited investor, it is best to contact SCI directly before investing.

- Who are SCI's competitors from a product landscape?

Delivery Safe, LandPort, Package Butler and Parcel Guard are a few competitors. Please see our competitor slide in our story section under ZendoorA.

- How large is the potential market for SCI?

Market size 250+Million residences (homes, apartments and condos) & 30+Million small businesses. Consumers spent \$861.12 billion online with U.S. merchants in 2020.

- What are SCI's differentiators that make them rise above their competitors?

SCI's first product, the ZendoorA, is capable of being located/mounted in more locations than our competitors. On a door, wall, gate and garage. The ZendoorA can receive & send out items and be a security device.

- Will the ZendoorA come in multiple sizes and versions?

Yes, eventually, we have plans to introduce ZendoorA in multiple sizes, however our launch will include one size while we gain market acceptance and adoption so as to minimize our capital expenditures on prototypes. Once we leave the prototype phase, we plan to introduce at least 4 different sizes.



# Frequently Asked Questions

- Does the ZendoorA fit on all types and sizes of doors?

The ZendoorA door bracket accommodates most doors from 36 to 38 inches wide. As long as there are no ornate objects protruding from the outside of the door face more than a quarter inch.

- Could someone break into or pull the ZendoorA off my door?

While it is always possible for someone to find “creative” means to dislodge the ZendoorA and steal contents, we have taken extreme measures to make it very challenging and be a deterrent for any thief. Between the camera that would be recording the perpetrator, and the security that we have connecting the ZendoorA, we believe the risk of a break-in to be far too great for a common thief.

- Does the ZendoorA have an alarm system, or will it alert you if it is tampered with?

Yes, it has a motion sensor and the external camera showing anyone tampering with the ZendoorA. It will send an alarm notification to your ZenSafe app.

- How much weight can ZendoorA hold?

The launch edition can hold up to 30 pounds, future versions should be able to hold greater weight.

- Will I be able to get shipments from different delivery companies, supermarkets and restaurants to the ZendoorA?

Yes, with the ZenSafe app you will be able to create a unique code for each delivery and will get a notification each time a delivery is made to your ZendoorA, including a confirmation photo of the inside after the lid is closed.



# Frequently Asked Questions

- What happens if my ZendoorA is full and another delivery is attempted?

If the ZendoorA is full, the delivery person will be able to contact the owner through the ZendoorA. After receiving instructions they would either leave the item outside the ZendoorA or come back and attempt delivery. Or the owner would have a default setting for this situation.

- Can the ZendoorA be used for apartments and condos?

Yes, as long as the apartment/condo association approves the ZendoorA.

- Can I use the ZendoorA if I have a screen door?

Not at this time. We will be working on a screen door bracket in the future.

- Can I mount the ZendoorA to a wall, gate or garage?

Yes, you can. We have brackets for all those locations to be mounted.

- Can I give someone a temporary code or permanent code to the ZendoorA for access?

Yes, the ZenSafe app can generate one-time codes or permanent codes for family or friends you would want to give access to the ZendoorA.

- Will I be notified when an item is delivered to the ZendoorA?

Yes, you will get a picture notification to your smart device through our ZenSafe app.

- Will you have a solar powered version of the ZendoorA?

Yes, our future plans include a solar powered option.

# Frequently Asked Questions

- Does the ZendoorA monitor the temperature inside the box?

Yes, it will have a temperature and humidity sensor that you can monitor in the ZenSafe app however, you are not able to control or adjust the temperature or humidity levels.

- Can a drone deliver packages to the ZendoorA?

Once the FAA approves drone delivery, SCI will provide a viable solution.

- Do I also need a Ring doorbell if I have a ZendoorA?

No. The ZendoorA works like the Ring camera monitoring your doorstep area, but unlike Ring camera which only monitors your deliveries, ZendoorA protects them. Ring was purchased by Amazon for \$1B, and the ZendoorA with similar functionality, plus a lot more, could help save Amazon over \$10 Billion a year.

- How does the ZendoorA prevent different delivery companies from stealing packages/items when another package is being delivered?

The Zendoora has an external and internal camera. The internal camera takes a picture every time an item is placed in the ZendoorA. The external camera will have video of the delivery person who made the delivery. You will be able to go back to the video & pictures to determine if someone took an item.



**SECURUM  
CAPSA**INC

**THANK YOU**



# Frequently Asked Questions

- Can SCl monetize their ZenSafe technology?

Yes, our plan is to license or adapt the ZenSafe app to other delivery and non delivery products.

- Where is SCl in the development stage for MeddoorA?

We are focused on completing the ZendoorA at this time, however, our MeddoorA patents have just been issued and we are continuing to modify our designs to in order to develop a working prototype.

- At what point in the future will ZendrooA SkyPort become a viable product solution for the drone delivery space?

When drones are approved by the FFA. SCl will be ready to move from concepting into development.

- Where is SCl in the development stage for the Rezen Box?

The ReZen box is still on the drawing board.